



GALT & TAGGART
CREATING OPPORTUNITIES

Tbilisi Residential Real Estate

MAY 2026 UPDATE

Zuka Tavkelishvili

Head of Real Estate & Construction Research | ztavkelishvili@gt.ge | +995 32 2401 111 ext. 8973

Otar Tsukhishvili

Senior Analyst | otsukhishvili@gt.ge | +995 32 2401 111 ext. 3018

Saba Chakhvashvili

Senior Analyst | schakhvashvili@gt.ge | +995 32 2401 111 ext. 5071

Key Figures

May-24

May-25

May-26

Sales

of apartments

3,231

3,374

3,748

Primary

1,605

1,662

1,824

Secondary

1,626

1,712

1,924

Price

US\$ / m²

\$1,288

\$1,331

\$1,412

Rent

US\$ / m²

\$9.9

\$9.3

\$9.9

Permits

'000 m²

248

203

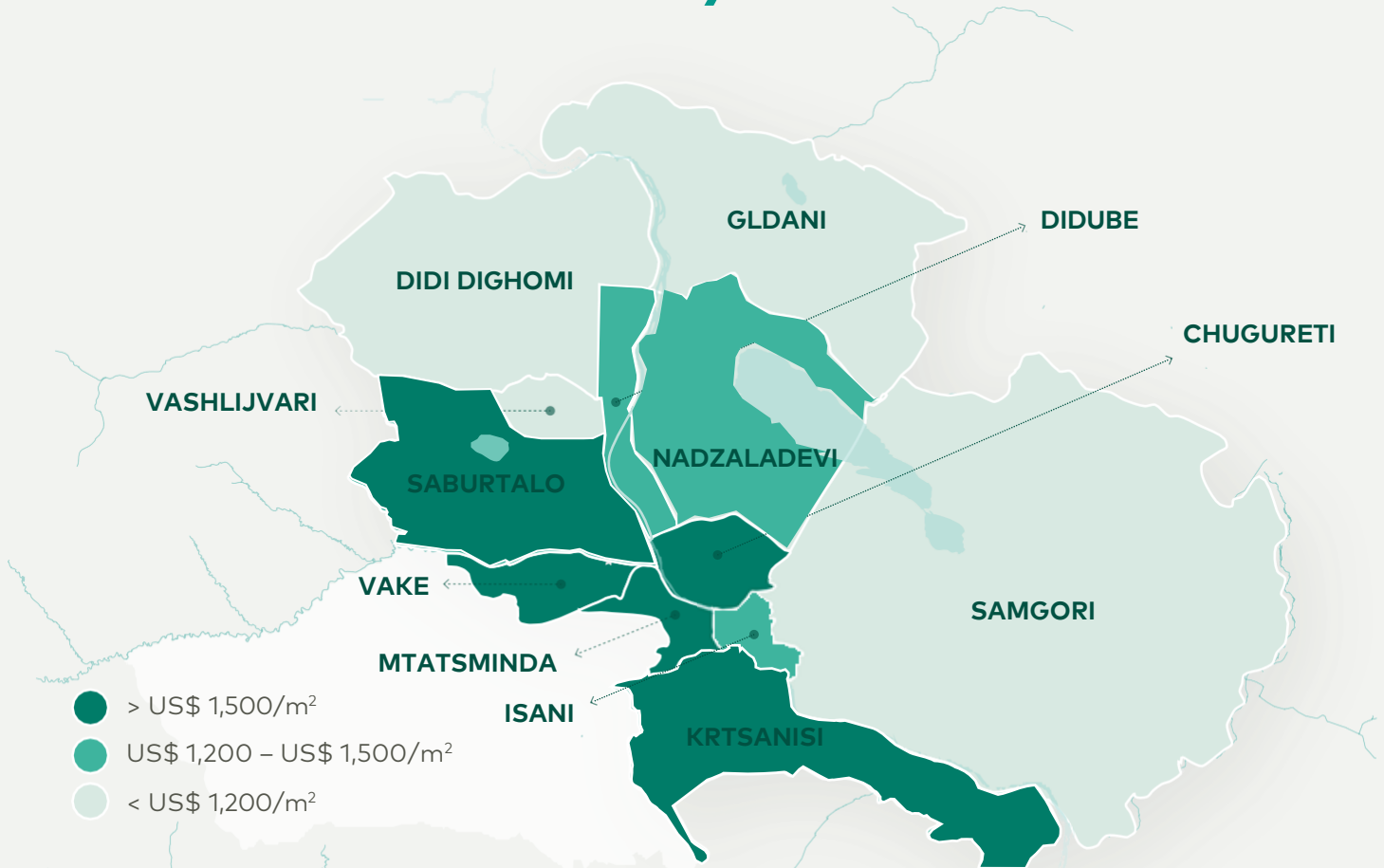
165



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Note: Prices are given for the primary market white frame apartments

Real estate sale patterns in May 2026



VAKE

Number of sales
158 apartments
Average price
3,150 us\$ / m²
Average rent
14.6 us\$ / m²

MTATSMINDA

Number of sales
69 apartments
Average price
2,922 us\$ / m²
Average rent
13.0 us\$ / m²

CHUGURETI

Number of sales
139 apartments
Average price
2,250 us\$ / m²
Average rent
9.6 us\$ / m²

SABURTALO

Number of sales
647 apartments
Average price
1,687 us\$ / m²
Average rent
11.2 us\$ / m²

KRTSANISI

Number of sales
175 apartments
Average price
1,642 us\$ / m²
Average rent
10.3 us\$ / m²

DIDUBE

Number of sales
334 apartments
Average price
1,445 us\$ / m²
Average rent
10.0 us\$ / m²

ISANI

Number of sales
288 apartments
Average price
1,410 us\$ / m²
Average rent
9.8 us\$ / m²

NADZALADEVI

Number of sales
221 apartments
Average price
1,257 us\$ / m²
Average rent
9.6 us\$ / m²

SAMGORI

Number of sales
577 apartments
Average price
1,141 us\$ / m²
Average rent
8.4 us\$ / m²

DIDI DIGHOMI

Number of sales
692 apartments
Average price
1,140 us\$ / m²
Average rent
8.5 us\$ / m²

GLDANI

Number of sales
409 apartments
Average price
1,132 us\$ / m²
Average rent
8.5 us\$ / m²

VASHLIJVARI

Number of sales
39 apartments
Average price
1,071 us\$ / m²
Average rent
8.7 us\$ / m²



May 2026 overview

Summary

In May-26, primary market demand remained broadly flat. Notably, the number of apartments sold increased slightly, while sold area declined, reflecting a decrease in the average size of apartments sold in May. Sales on the secondary market increased significantly and reached the fifth-highest level after 2023. On the supply side, the living area of issued permits declined for the 8th consecutive month. Primary market price continued to increase at a moderate pace, while secondary market price recorded a slight decline, indicating partial stabilization after April's sharp increase.

Demand

In May-26, total number of sold apartments in Tbilisi, according to the Public Registry data, stood at 3,748 units, of which:

- Sales on the **secondary market** increased significantly by 12.4% y/y to 1,924 (up 14.7% y/y in 5M26) partly reflecting the low base of last year.
- Sales on the **primary market**, where data are impacted by delayed registrations, were up 9.7% y/y to 1,824 (up 12.9% y/y in 5M26).
- Our **real-time survey of developers**, which captures current trends on the primary market, showed that number of apartments sold on the primary market was up 2.5% y/y, while sold area declined, reflecting a decrease in average apartment size in May. Cumulatively, the number of apartments sold on the primary market was up 22.1% y/y in 5M26.

In total, 18,296 transactions were registered in Tbilisi in 5M26, bringing the residential market value to US\$ 1.6bn (+21.9% y/y).

Supply

In May-26, construction permits were issued for 23 residential projects, with total living area of 165,484 sq.m (-18.4% y/y). Notably, the living area of issued permits has contracted annually for the 8th consecutive month, signalling a normalization after previously elevated levels. Overall, living area of permits in 5M26 was down 34.4% y/y.

Prices

In May-26, primary market price increased moderately, up 0.3% m/m to US\$ 1,412 per sq.m. The average price on the secondary market (for new buildings built with permits issued from 2013) was down 0.3% m/m, reaching US\$ 1,366 per sq.m, indicating partial stabilization after a sharp 5.0% increase in April.

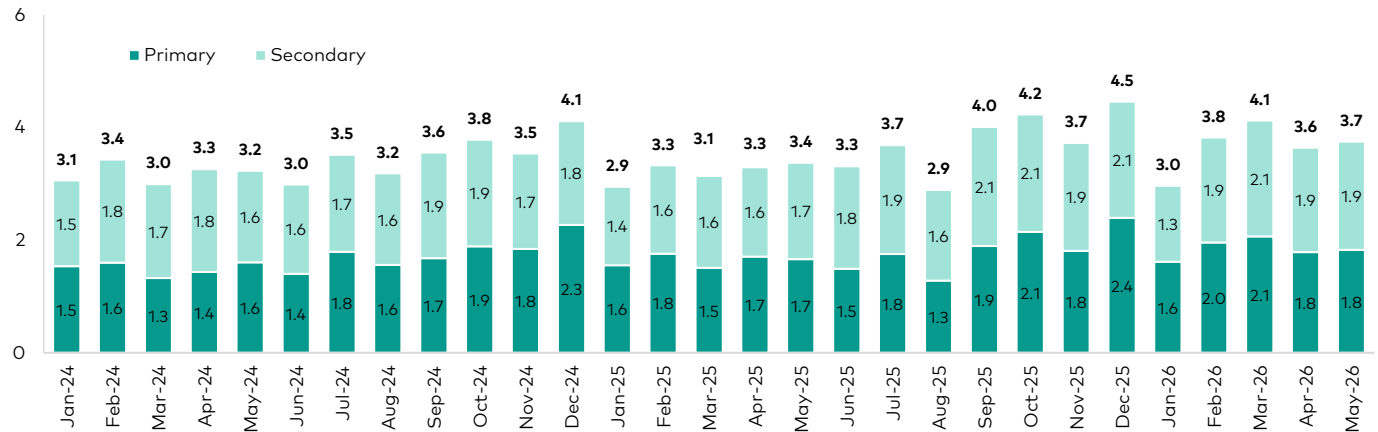
Rents

In May-26, price for renting an average (50-60 sq.m) apartment in Tbilisi was at US\$ 9.9 per sq.m (-0.2% m/m), keeping rental yield high at 8.4%.



Real estate demand

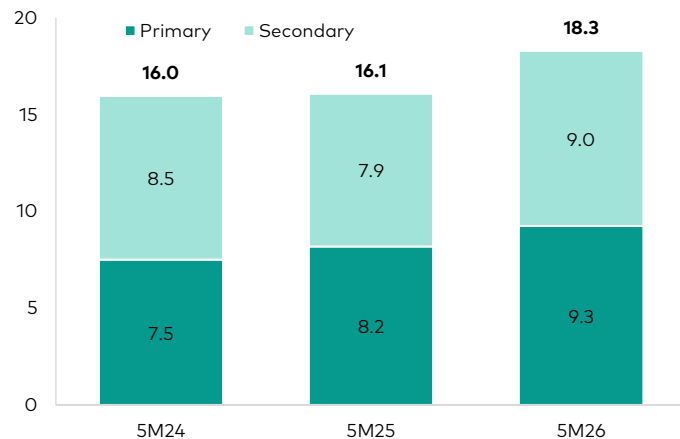
Figure 1: Number of sold apartments by month, '000



Source: NAPR, Galt & Taggart

Note: Primary market transactions are a lagging indicator; real time data are reflected in our developers' survey (see next page for details)

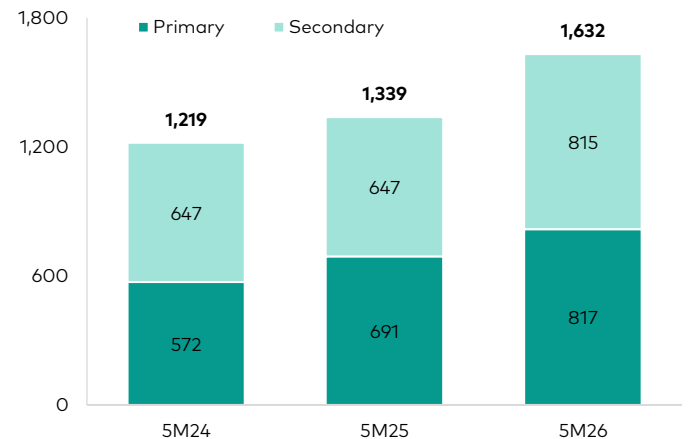
Figure 2: Number of sold apartments by year, '000



Source: NAPR, Galt & Taggart

Note: Due to issue of lagged transactions on the primary market in NAPR data, primary market size is calculated taking into account real-time trends

Figure 3: Real estate market size by year, US\$ mn



Primary market - real estate sales made directly between buyers and developers

Secondary market - real estate sales made between individuals

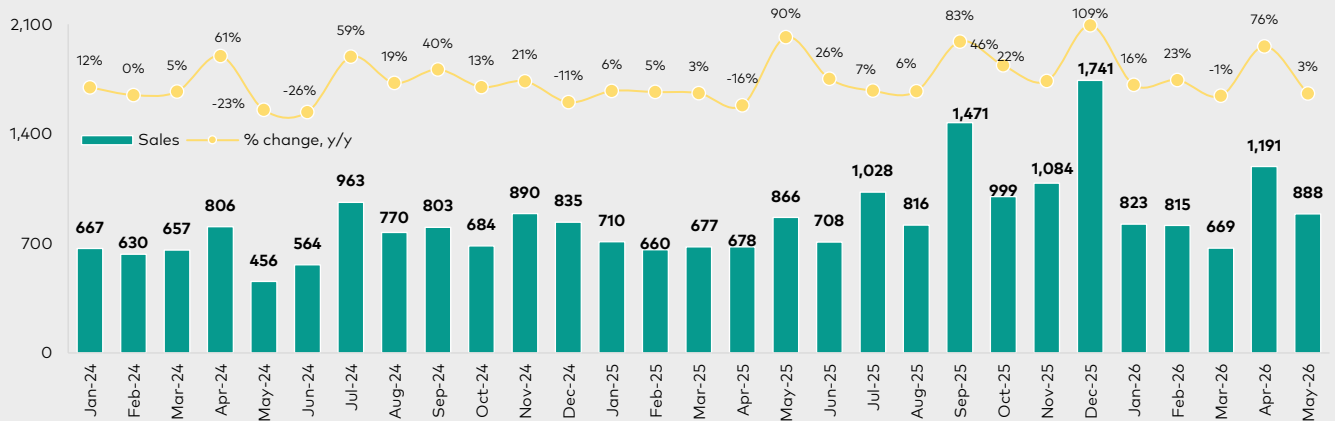
Apartment sales statistics based on NAPR data have the drawback of late registrations of primary sales, which impacts the accuracy of sales statistics. To address this issue, we systematically conduct survey of selected systematic developers and monitor real-time market dynamics (see the next page).



Survey of systematic developers by Galt & Taggart

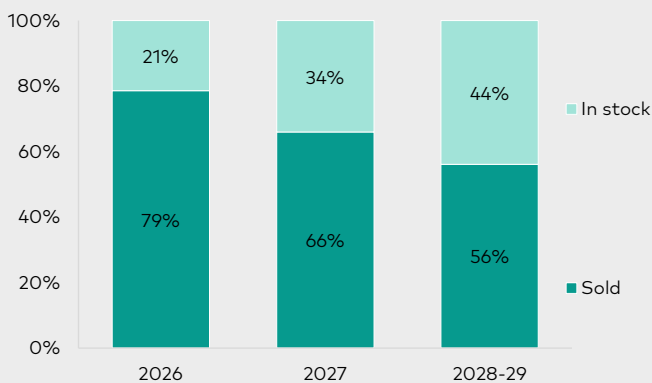
In June 2026, we conducted a survey of systematic developers with over 100 ongoing residential construction projects in Tbilisi (**c. 50% of total primary market**).

Figure 4: Number of sold apartments in projects of selected developers by month



Source: Galt & Taggart survey of selected developers

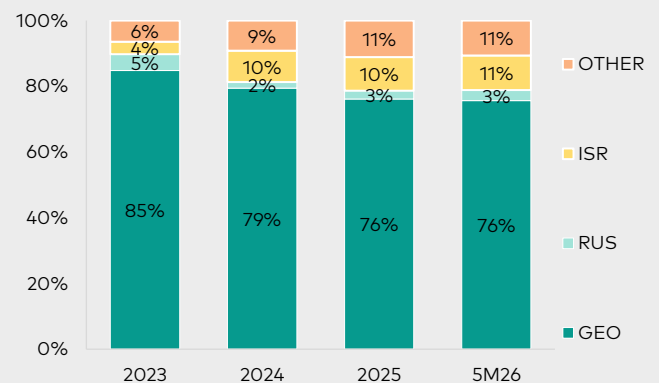
Figure 5: Distribution of the housing stock by project completion year and status



Source: Galt & Taggart survey of selected developers

Note: The calculations are based on the number of sold apartments.

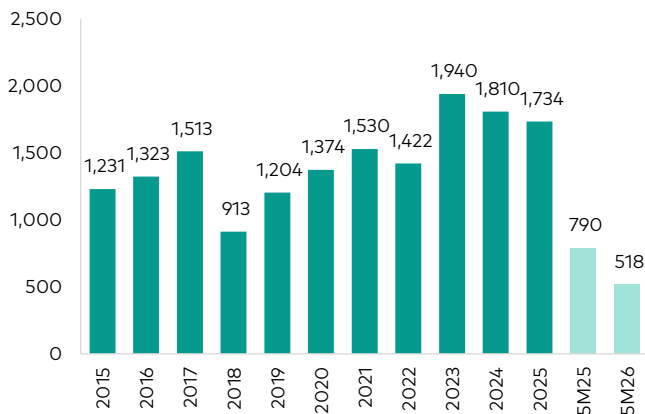
Figure 6: Real estate sales by citizenship





Real estate supply

Figure 7: Area of construction permits issued for residential real estate in Tbilisi, '000 sq.m



Source: TAS, Galt & Taggart

Note: Area of construction permits includes: 1) residential and balcony areas;
2) Only III and IV class multiapartment/multifunctional buildings

Figure 8: Number of construction permits issued for residential real estate in Tbilisi

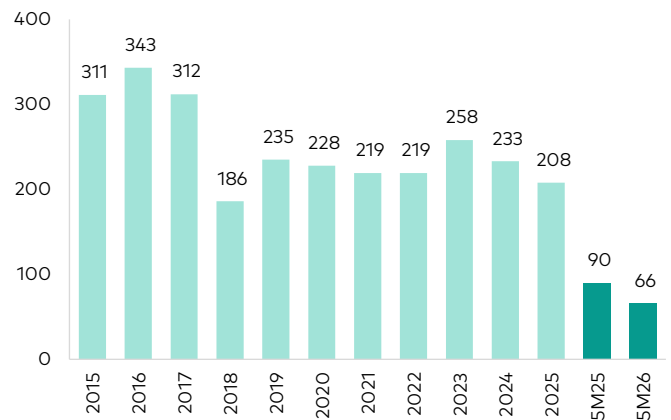
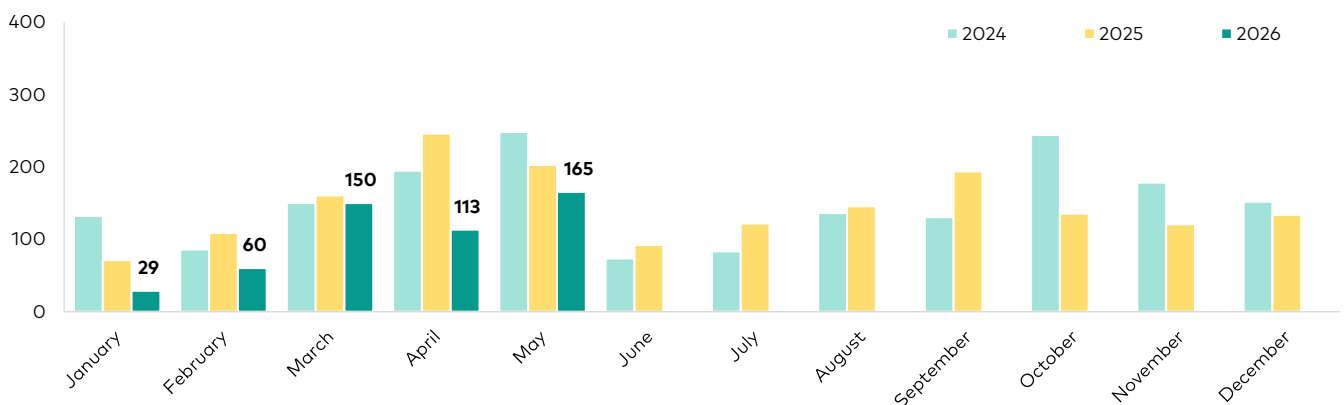


Figure 9: Area of construction permits issued for residential real estate by month in Tbilisi, '000 sq.m



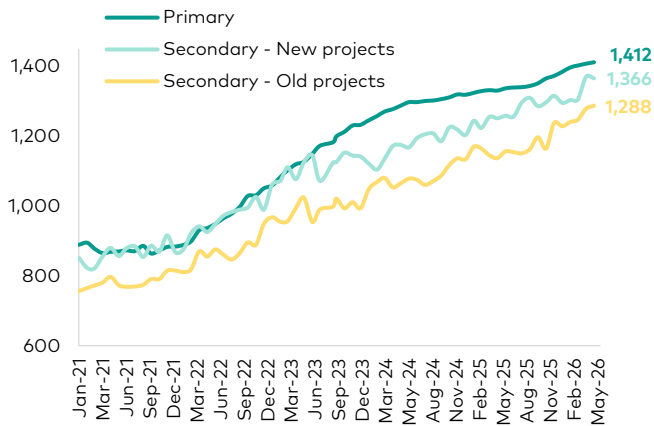
Source: TAS, Galt & Taggart

Note: Area of construction permits includes: 1) residential and balcony areas;
2) Only III and IV class multiapartment/multifunctional buildings



Prices & rents

Figure 10: Real estate weighted average prices by type, US\$/sq.m



Source: NAPR, Galt & Taggart

Note: 1) Secondary new projects include buildings built with construction permits issued from 2013;

2) Secondary old projects include buildings built with construction permits issued before 2013

Figure 11: Monthly price change on the primary market, %

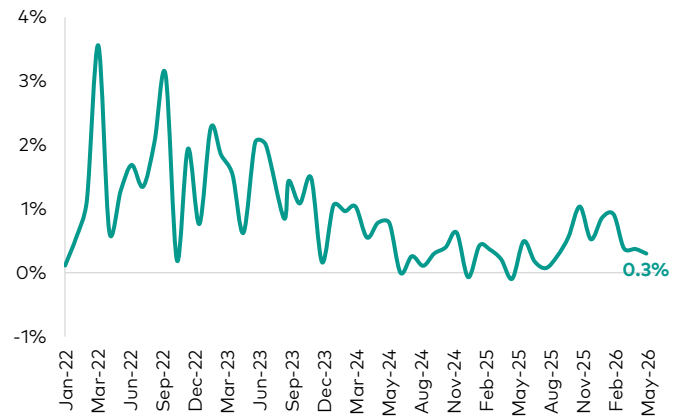
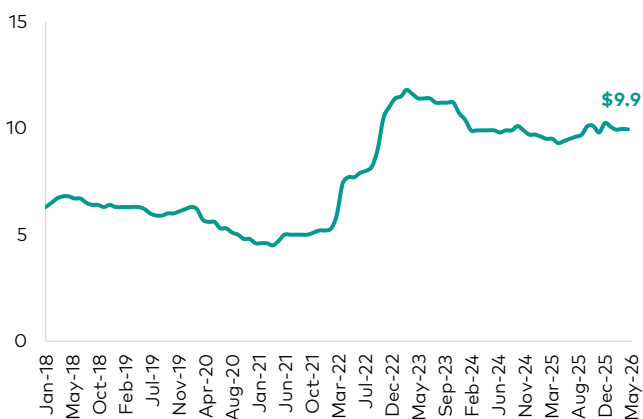


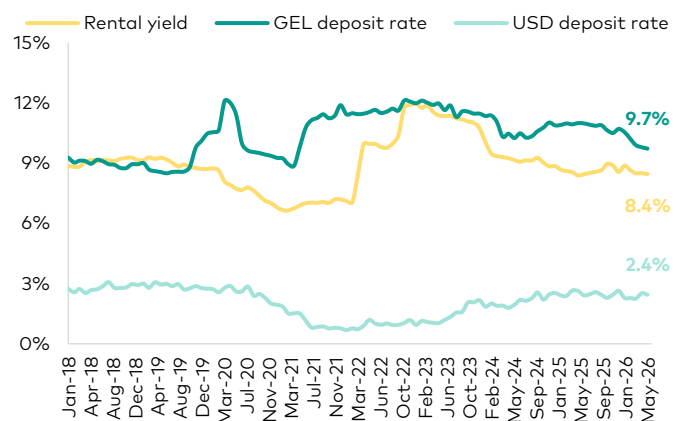
Figure 12: Real estate weighted average rent price in Tbilisi, US\$/sq.m



Source: NBG, Galt & Taggart

Note: Rents displayed are for 50-60 sq.m new apartments in Tbilisi

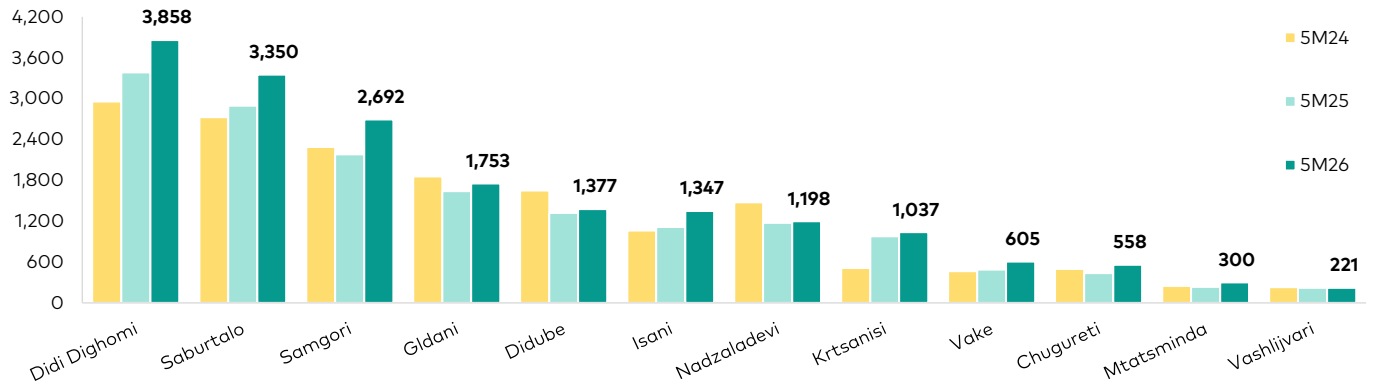
Figure 13: Real estate rental yield and deposit rates





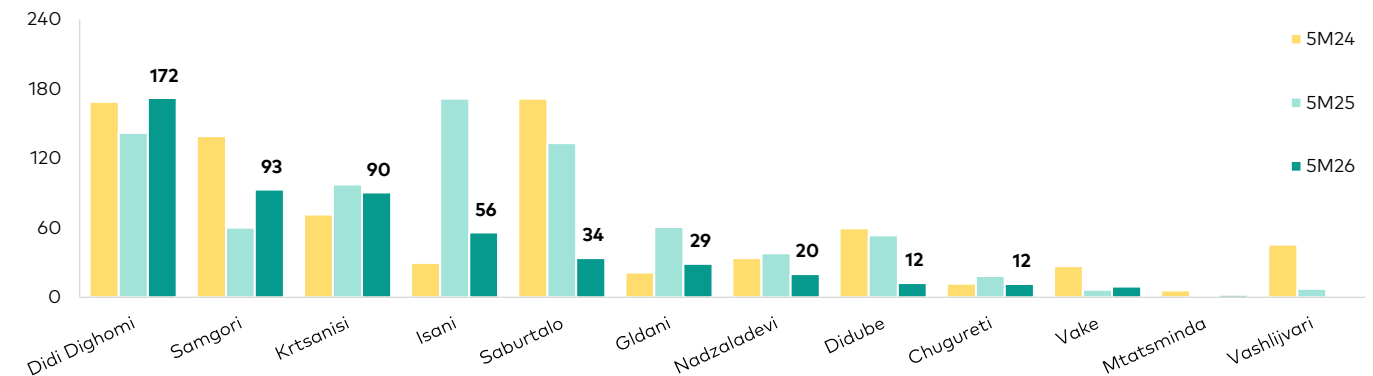
Districts in Tbilisi

Figure 14: Number of sold apartments by districts



Source: NAPR, Galt & Taggart

Figure 15: Area of construction permits issued for residential real estate by districts, '000 sq.m

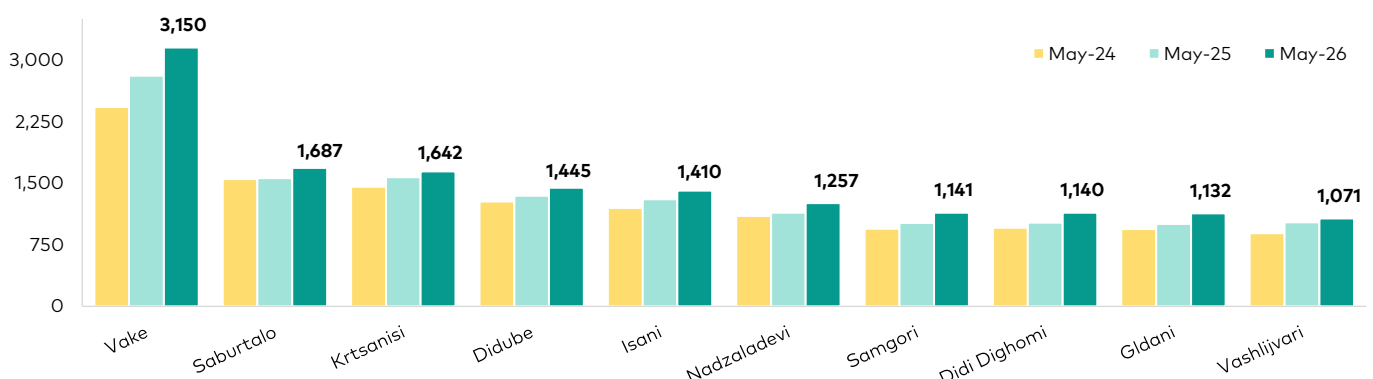


Source: TAS, Galt & Taggart

Note: 1) Includes residential and balcony areas

2) Only III and IV class multiapartment/multifunctional buildings

Figure 16: Real estate prices on primary market for white frame apartments by districts, US\$/sq.m



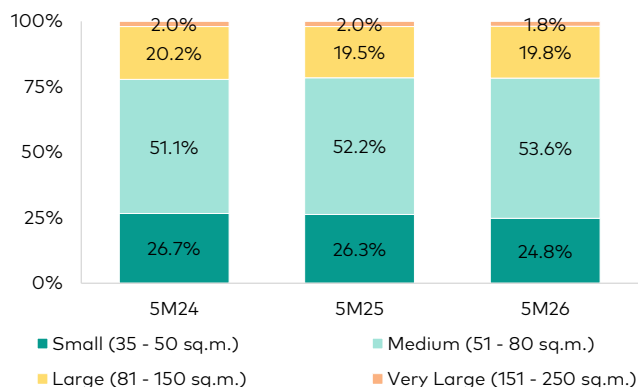
Source: Galt & Taggart

Note: Mtatsminda and Chugureti are excluded from primary market prices due to small sample sizes



Real estate characteristics

Figure 17: Real estate sales by size, (% of total apartments sold)



Source: NAPR, Galt & Taggart

Figure 18: Real estate sales by segments, (% of total apartments sold)

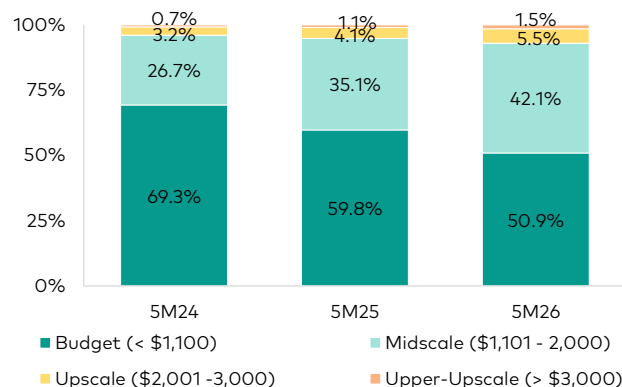
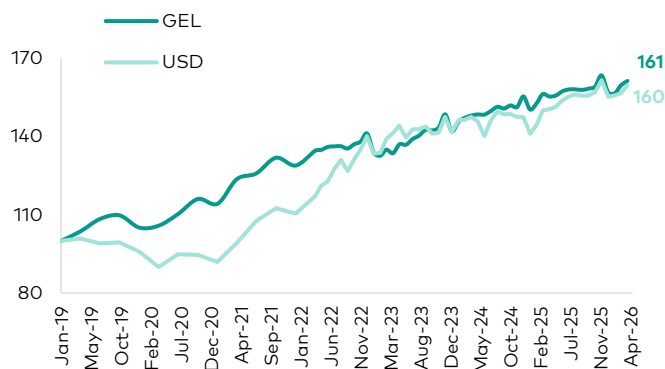


Figure 19: Construction cost index, 1Q19=100



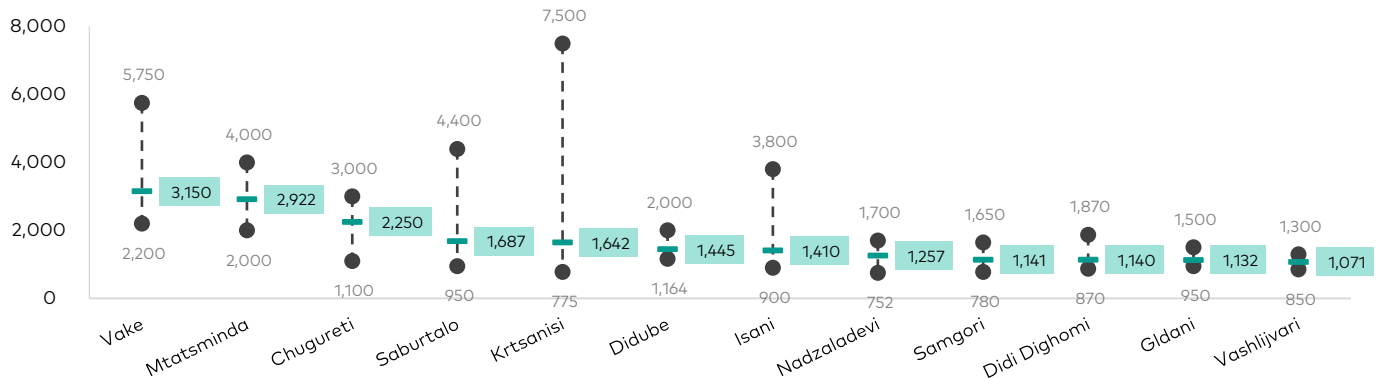
Source: Geostat, Galt & Taggart

	Annual growth Apr-26, US\$	Monthly growth Apr-26, US\$
Total construction cost	6.1%	2.0%
Construction materials	2.3%	1.4%
Wages	4.4%	-1.0%
Machinery	6.8%	5.2%
Transportation, fuel and electricity	15.1%	7.3%
Other costs	8.2%	2.6%



Annex

Figure 20: Real estate price ranges on primary market by districts in May-26, US\$/sq.m



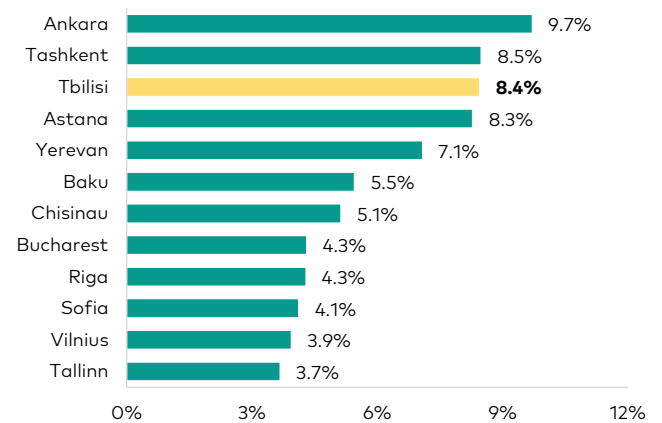
Source: Galt & Taggart

Figure 21: Real estate weighted average rent prices by districts, US\$/sq.m



Source: NBG, Numbeo, Galt & Taggart

Figure 22: Rental yield by cities, May-26





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Head of Real Estate & Construction Research

Zuka Tavkelishvili | ztavkelishvili@gt.ge

Senior Analyst

Otar Tsukhishvili | otsukhishvili@gt.ge

Senior Analyst

Saba Chakhvashvili | schakhvashvili@gt.ge

Address: 3 Pushkin Street, Tbilisi 0108, Georgia

Tel: + (995) 32 240111

Email: research@gt.ge